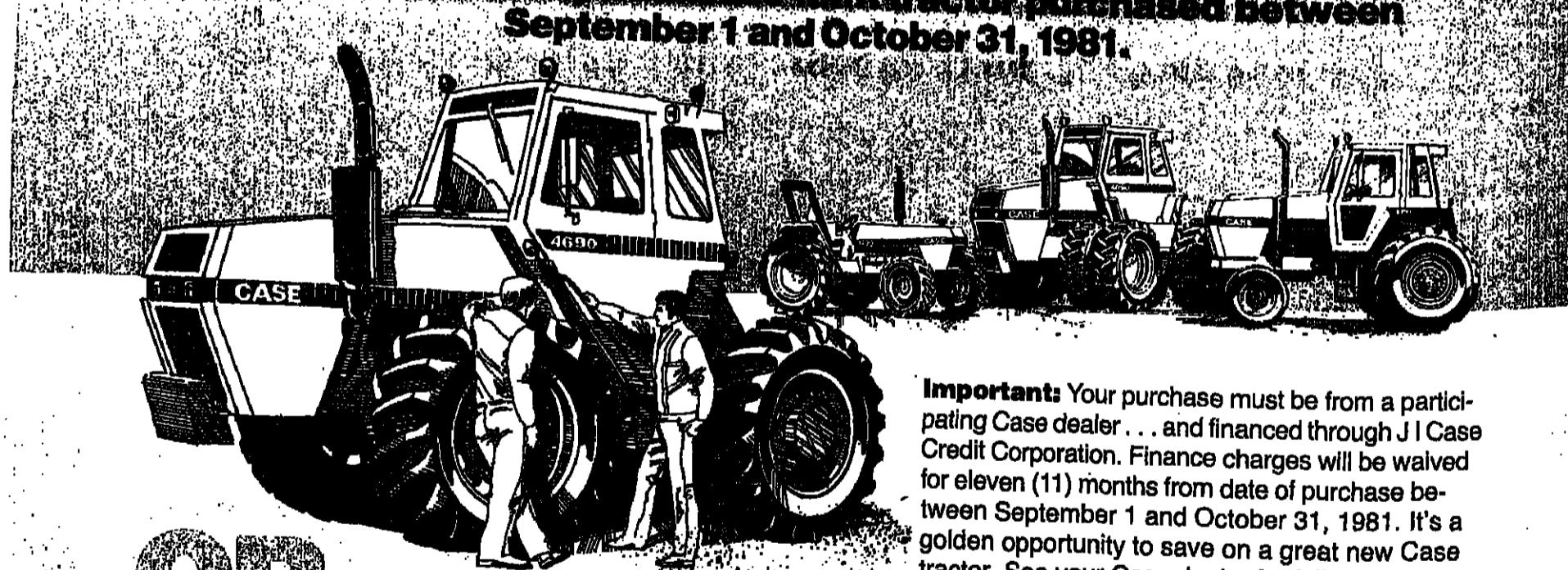


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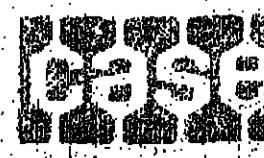
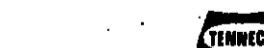
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## Comments

**C**

American consumers are swept up in a wave of anti-beef, anti-meat news that amounts to a massive attempt at re-development of animal agriculture assets. Unlike other nations of the past, particularly the low-cholesterol craze of the 1970s, the present surge of publicity is far more disturbing.

The initial turmoil from the Australia meat impoundment has died down, but consumer distrust for the meat industry will linger long after buyers at the meat case have forgotten what country's beef couldn't be trusted.

Moreover, because USDA is species testing a much larger portion of imported beef as it enters the U.S., the entire importing process will be slowed and importers will be strapped with additional storage and interest charges. One importer estimated charges at \$60 per head per day. These charges will eventually be passed along the meat chain to the consumer.

In principle, such a development should encourage domestic beef sales. Without a strong campaign for domestic beef—such as the dairy industry's real seal program—the Australian horse and kangaroo meat scandal will more likely translate into increased poultry, fish and pork sales in grocery supermarkets.

If the Australian meat scandal has the U.S.-beef industry floundering uncomfortably, the September issue of Reader's Digest should add enough editorial flypaper to wipe out meat as a way of life. In a major article, the world's most read magazine with over 81 million copies printed each month in 16 languages, makes the slaughter of animals for food sound worse than the Vietnam War.

Concludes that Reader's Digest article: "Even if you have no interest in becoming a vegetarian, there's no reason why you should have animal protein at every meal, or even every day."

The article is a textbook illustration of the folly of letting pressure groups—no matter how well intentioned—gain control of public opinion. As one stockman explained to us the other day, "The anti-meat people have a gun to our heads and brought us to our knees. But it remains to be seen whether or not the cattle industry will do anything about it."

—BEN RICHARDSON

## Genetic process to affect beef industry

By CAROLYN J. HURST  
The impact of a recent breakthrough by an Ohio University molecular geneticist may be felt by the beef industry in as short a time as two to five years. Dr. Thomas Wagner, who recently reported the first successful gene transfer from one animal species to another, is currently working with Genetic Engineering Inc. of Denver to coordinate research and development of the technique for use in livestock.

"What we're doing now is laying the groundwork in cattle embryology so that we can use this (gene transfer) routinely," Wagner told WLJ in a recent telephone interview.

Wagner's breakthrough came when he successfully transferred the gene that directs hemoglobin produc-

tion from a rabbit to a mouse. Of 312 mouse embryos injected with the rabbit genes, 211 survived and were transferred into female mice. The surrogate mothers produced 46 offspring; five of which contained rabbit hemoglobin protein in their red blood cells.

Genetic Engineering, which has exclusive rights to use the technique, is a public company which specializes in the improvement of animals for increased meat and milk production. Wagner will spend the next year with the company.

Wagner told WLJ there are two approaches for utilizing the gene transfer technique in livestock. The first, what he termed as a long-range application, in-

(Continued on page 6)



**GENE TRANSFER**—In two to five years, the beef industry may be impacted by research which is currently underway by a Denver firm and an Ohio University molecular geneticist. Dr. Thomas Wagner said the most immediate use of the gene transfer process will probably be in the area of hormone synthesis. See article in this week's WLJ.

## Block says Congress will pass farm proposal

U.S. Agriculture Secretary John Block again has predicted that Congress will pass a farm bill "substantially" in line with the Reagan administration's free-market proposals.

Scheduled to appear Sunday on the nationally televised public affairs program "It's Your Business," said Block in an advance release that by moving in a more free-market direction as quickly as possible in farm legislation,

the administration believes it can provide "a climate for improved profitability in agriculture."

Real farm income this year is projected at the lowest levels since the depression. Current USDA projections put net farm income at \$20 to \$24 billion—only a modest increase from the 1980 figure of \$20 billion.

Block reiterated the administration's opposition to the inclusion of target prices in the new farm legislation.

The J. Wilmar Corp., which owned the herd, consented to its destruction after several animals in the herd showed positive results to tuberculin tests, USDA said. The owners will receive federal and state indemnities of \$154,000 to help compensate for the loss.

Australian Minister for Primary Industry Peter Nixon recently gave USDA details of Australia's proposed species testing program for beef exports to the U.S., reports *Unicorn News*.

The plan calls for registered export establishments to be divided into three risk categories, with appropriate export stamps for each category as follows:

• Where product is produced under a full-time inspection supervision system, from slaughter to final containerization, from one establishment with one operator, samples will be taken from 10 cartons per week on a random basis.

• Where product is produced under full-time inspection supervision, but where there are leased bonding rooms in the establishment, samples from 10 cartons per week from each operator will be taken on a random basis.

Nixon has announced the government will establish a Royal Commission. Nixon said he hopes the consultant will report within two months.

He said the consultant

which is expected to be debated by the Senate in September. The House and Senate agriculture committee farm bill proposals maintain the target price concept, and efforts by the administration to reduce or cut the target price levels have been received coolly by Congress.

The Reagan administration already is facing the possibility of large deficiency payments on the 1981-82 U.S. wheat, cotton and rice crops.

## Tuberculosis hits Ark. cattle herd

A breeding herd of 584 beef cattle in Dias, Ark., was destroyed because of bovine tuberculosis after a federal meat inspector found the disease in meat at a packing plant in Mississippi and traced the meat to the herd, USDA said recently.

The J. Wilmar Corp., which owned the herd, consented to its destruction after several animals in the herd showed positive results to tuberculin tests, USDA said. The owners will receive federal and state indemnities of \$154,000 to help compensate for the loss.

**NEWSPAPER (priority handling)**

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Officials said the man was charged with 20 counts of forging documents usable or deliverable to a commonwealth department and one count of forging official seals or stamps.

Recently, a 54-year-old

(Continued on page 6)

## COW POKES

By Ace Hold

**Nominations open for Feedlot Test program**

Nominations of calves for the 1981-82 Colorado Feedlot Test and Carcass Evaluation Program will be accepted until Oct. 23, according to Don Willis, executive director of the Colorado Beef Board.

The program, initiated nearly two decades ago by the Cattle Improvement Committee of the Colorado Cattlemen's Assn., Colorado Beef Board and

**42 buyers select****Beefmaster bulls**

By JERRY YORK

Forty-two buyers from 12 states and Mexico selected 100 Lasater Beefmaster bulls at the Lasater Ranch, Metheson under that firm's contract delivery plan. Average price paid was \$2,420 with a top price of \$3,400 on the first selection. The price dropped \$20 on each subsequent selection making the last bull bring \$1,420.

The buyers entered into their contracts last fall shortly after the birth of the first bulls in the offering. The Lasater Ranch starts calving in August and delivers the bulls the following August following a 62 day gain test.

To assist buyers in making their selection, they are furnished with a list showing the weaning weight, 62 day gain, and the current weight.

The largest number of buyers were from Texas, Scottsdale, Ariz.



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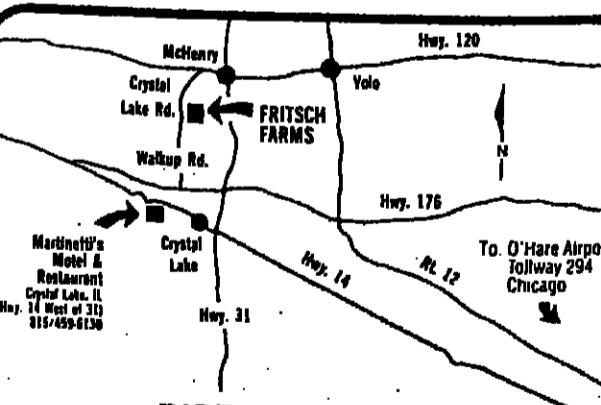
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## Genetic process to affect beef industry

(Continued from page 1)  
 involves transferring the genes which code for a specific trait from one animal to another—even one species to another, as was the case in his experiment involving mice and rabbits. "You can only deal with traits that are coded for by specific genes," said Wagner, "and not many are known in cattle at this time."

The most immediate application, Wagner feels, is in the area of hormone production. "There are a lot of companies spending a lot of money to produce hormones that will stimulate milk and meat production." The problem with current techniques, Wagner continued, is that they are very complex and therefore costly. Wagner

explained the gene transfer technique involves introducing the gene which stimulates production of a desired hormone directly into the animal—"direct genetic delivery of an artificial time switch," he said.

"It's important to realize that there's a lot of work to be done," said Wagner. "I think what is needed in the U.S. and worldwide is to enhance the efficiency of animals. That's the kind of goal we're talking about. Hormones increase the physiological efficiency of animals and hopefully (through gene transfer techniques), we'll be able to raise animals with the capability to convert low grade feed into high grade beef and milk."

**Nixon gives USDA details of exports**

(Continued from page 1)  
 former boner with a South Australian export company told the national daily "The Australian" he had been offered \$4,500, a new car and shares in the company to "keep his mouth shut" when he threatened to tell government authorities about substandard beef and mutton being sold to foreign markets. He alleged meat which was rejected by meat inspectors at abattoirs was smuggled into the cargo market for export within hours of rejection.

In Perth, West Australia, a member of the Australian Meat Industry Employee's Union said he had been told on three occasions to "tame it down because they didn't want unfavorable publicity" when he complained to NUTRITION—Joseph M. Harris, Ph.D., joined the V.M.S., Inc. nutrition staff recently. Dr. Harris received his degrees from the University of Florida in animal science and microbiology.

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MANAGER—Douglass J. Wesell has been named general manager of the Lovana Farms, Columbus, Miss. unit. Wesell, former managing partner of Black Belt Angus, joined the Lovana staff in July. The Columbus unit will be the main principle for Lovana's Brangus operations.

The drive is an effort to

sign up joint memberships in the Stock Growers organization and the National Cattlemen's Assn. for the 1982 dues year.

New members will pay a reduced dues amount to the NCA by belonging through the state association and, in addition, will receive free memberships for the remaining portion of 1981 and a chance at winning a saddle in a drawing of new members to be held in early winter.



Stanley E. Stout, Auctioneer.

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**Show Results**

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Judge: Ted Morgan,  
Sedgewick, Colo.

**BULLS:** 8 shown. Grand and senior champion: Bauman Ranch, Carpenter, Wyo., or BR Liberal 1 Reserve grand and junior champion: Hubert Charles Ranch, Monarch, Kan., or HCR Profectionist 0193. Reserve senior champion: Rainbow End Ranch and Shallow Creek Cherokees, Ft. Sumner, N.M., on SCC Extra Courage 918. Reserve junior champion: Shallow Creek Cherokees on SCC Imperial Courage, Cal. champion: Killeen's LK Ranch, Meeker, on LK Rocky 117. Reserve calf champion: Bauman Ranch or BR Columbia 377.

**FEMALES:** 15 shown. Grand and senior champion: Bauman Ranch on BR Mad 69. Reserve grand and senior champion: Bauman Ranch on BR Glamour Girl. Junior champion: Shallow Creek Ranch on SCC Perfect Lady 070. Reserve junior champion: Shara Adams and Shallow Creek Cherokees on SCC Ma Real Impreza.

**GROUPS:** Pairs of calves: Killeen's LK Ranch, Producer of date; Bauman Ranch, Group of 6 head; Bauman Ranch. Premier breeder: Bauman Ranch.

**CHIANINA**  
Judge: Jerry Adamsen,  
Cody, Neb.

**BULLS:** 11 shown. Percentage and grand champion: Mile High Chianina, Denver, on MH Ebony Texan. Reserve percentage champion: Mile High Chianina on MH Ebony Adonis. Reserve purebred and reserve grand champion: George Seward Cattle Co., Yuma, exhibited by Bill Becker, on JW Zachariah.

**FEMALES:** 25 shown. Percentage and supreme reserve grand champion: Julie Lebesch, Sterling, on Hwy. 11 Miss "Fancy Lady." Purebred and supreme grand champion: Mile High Chianina on MH Fico's Cleopatra. Reserve purebred champion: PBL Farms, Akron, on PLF Marsh 102M. Reserve percentage champion: Dwight and Tammy Sunthen, Aurora, on Miss Fancy Faerie 006.

**GROUPS:** Gel-taire: Mile High Chianina. Cow-calf pair: Clint Carlson, Denver, and Mile High Chianina. Premier exhibitor: Mile High Chianina.

**SIMMENTAL**  
Judge: Johnnie Hook,  
Manhattan, Kan.

**BULLS:** 10 shown. Grand and junior champion: Big Sky Simmentals and Golden Link, exhibited by Northwest Fitters, Levina, Mont., on OL Revolution 023M. Reserve grand and reserve junior champion: Lite Ranch, Lu Vista, on Ute Signal Mercury UM2. Senior champion: Quarter Circle 7 Simmentals, Big Crepusculo.

**FEMALES:** 35 shown. Grand and senior champion: David Keuffman, Ft. Morgan, on MTB Miss 20M. Reserve and senior champion: Samuel and Eleanor Mick, Gill, on WFC Miss Verlou 4M. Junior champion: Justin Cumming, Julesburg, on Miss Signal L20. Grand and reserve junior champion: Big Sky Simmentals on BSS Gray Gal 052M. Reserve calf champion: Bridie Bill Simmentals, Gill, on BBS Miss N291. Premier breeder: Big Sky Simmentals.

**TEXAS LONGHORNS**  
Judges: Dr. and Mrs. L.V. and Pat Baker, Elk City, Okla.

**BULLS:** Champion: Bob Schultz, Franktown, and Jean Wicklund, Castle Rock, on Fifty-Fifty. Reserve champion: T.D. Sid Kelsey, Ramah on Diablo.

**FEMALES:** Champion: Joan Wicklund on Culvite Caledonia. Reserve champion: Bar Flyng M Cattle Co., Yuma, on Miss Shana 152. Premier exhibitor: Bar Flyng M Cattle Co.

**JUNIOR MARKET STEERS**  
Judge: Dr. Bill Able,  
Manhattan, Kan.

The attache said in a recent report that a rise in domestic meat consumption in Honduras combined with lower prices paid for beef in the U.S. will account for the decline in exports to the U.S.

In the Dominican Republic, exports of beef to the U.S. are expected to increase, the attache in Santo Domingo said. Beef exports for 1981 are expected at 2,900 tons compared with 2,200 in 1980. Good domestic grazing conditions and a better price outlook for the cattle industry will account for the slight increase, the attache said.



## WAKARA RANCH QUARTER HORSE REDUCTION SALE

Saturday—September 26, 1981

at the ranch on Buford Highway 6 miles southeast of Meeker, Colorado

## Selling 106 Head

42 Broodmares  
12 Two and Three-year-old Geldings  
20 Yearling, Fillies and Colts  
32 1981 Babies

### Selling Own Daughters of such outstanding Stallions as:

Threebers, Dee Star, Captain Hank, Vandy, Baldy, Madison, Skippers King, Cliff Cody, Babe Cody, Chip Bar, Vegas Moonshine, Bar Temis, Joint Venture, Leach Bar, Super Cash, Bull Run, Skips Pride, Kings Reward, Vaquero Bar, The Ole Judge, Gandy Dancer, Skipato, Real Skipper, Skippity Feat, Nick W, Skips Shadow, Skipador, Ben Rogers, Meeker, on Chianina-Angus.

MEDIUM WEIGHT DIVISION: as shown. Champion: Kent Lebesch, Sterling, on Chianina-Angus. Reserve champion: Tim Anderson, Eaton, on Chianina-Angus.

MEDIUM HEAVYWEIGHT DIVISION: 30 shown. Champion: Heather James, Burlington, on Chianina-Angus. Reserve champion: Ben Rogers, Meeker, on Chianina-Angus.

HEAVYWEIGHT DIVISION: 47 shown. Champion: Tim Anderson on Chianina-Angus. Reserve champion: Scott Anderson, Eaton, on Melrose/Chianina/Angus.

Grand champion: Kent Lebesch, on Chianina-Angus. Reserve grand champion: Tim Anderson on Chianina-Angus. Best group of 5:

**DEAN H. PARKER —  
THANE E. LANCASTER AND ASSOCIATES**

## Production Sale

Pat Goggins—Auctioneer  
Thursday, October 1st—1 p.m.  
at the ranch—Veller, Montana

**Liner Dimes**  
Advanced Dainties  
Big and Gentle  
Easy to Handle

Featuring "887"  
and his sons,

**Sale Offering**

HH Advance N194 by "887"

**HH Advance 887**—Three-year-old Herd Sire, 60 inches tall and weighing 2100 pounds at the end of a 60 day breeding season

**HH Adv. Mark M047**—A yearling reserve Herd Sire, 53.75 inches tall and weighing 1480 pounds on June 17th.

**Nine yearling helpers**—Open, from our own replacements

**Thirteen open cows**—from our own breeding herd.

**Forty-five Big Bull Calves**

**Holden Herefords**

Les & Ethel Holden  
Veller, Montana 59486  
Phone: 406/279-3423

HH Advance N179 by "887"

Sale cattle are from a herd that has been built on a sound culling and performance program. The only privately owned herd as Hereford cattle in the United States that is completely blood tested and have had all blood types classified as typically Hereford.

Sale cattle will be on display on September 30th and October 1st. Coffee and Doughnuts on September 30th and lunch served on October 1st. Hospitality hour at The Two Travelers Restaurant in Valier on September 30th at 6:30 p.m. Visitors Welcome anytime. Please come and be our guests.

Catalogs available on request after Sept. 10th.

**Guest Consignor**  
Jack Holden  
Veller, Montana 59486  
Phone: 406/279-3326

## Getting more beef per acre: welcome news for cattlemen

As Detroit engineers struggle to get more miles per gallon of gasoline used in our automobiles, researchers at agricultural colleges have been working on better ways to get more steaks and hamburgers per acre from our North American farm and ranch land.

One of the more consistent ways of boosting productivity of native range is taking place in the Northern Plains, where a large percentage of grass-fertilized beef originates. In some cases, stocking rates per acre have nearly doubled.

Duane L. Dodds, extension grassland management specialist at North Dakota State University, says fertilization of the more productive grassland increases the potential grazing capacity and should result in more beef per acre.

Now, farmers and ranchers in the United States and Canada are looking to new ways to get up to 100 lb. more beef from an acre of grazing land. The key to this success is better grassland management, especially re-thinking of fertilization programs used on native grasses.

According to a report by Sperry New Holland, a farm machine manufacturer, grazing areas kept in top condition are essential for

achieving more beef per acre. Just how to accomplish this varies as much as the grass varieties throughout North America, the report adds.

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Duane L. Dodds, extension grassland management specialist at North Dakota State University, says fertilization of the more productive grassland increases the potential grazing capacity and should result in more beef per acre.

Improved stocking rates were made possible by the nitrogen applications. Where unfertilized native grassland required 5.3 acres per yearling steer for a 140-day grazing season the fertilized grassland required only 2.6 acres for the same grazing season.

Lorenz says along with the greater carrying capacity, the protein content in the plants is almost always increased by nitrogen applications.

The research suggests another possible benefit of the fertilization program is that improved plant conditions will extend the grazing season.

The fertilization program is not without its problems, however, since fertilizer responds to moisture availability. In dry seasons, the lack of moisture could be a limiting factor.

Because of this problem in drier areas, some cattle producers are looking at an alternative called complementary pasturing or complementary seeding.

This practice uses other forages, grasses or legume plants introduced into or used in conjunction with

native grass pasturing areas. These additional plants can boost pasture nutrition and produce more beef per acre, says Mark Kilcher, range scientist at the Swift Current Research Station in Saskatchewan.

Kilcher says the principle of complementary seeding comes from the growth patterns of various forage plants. Cool season grasses such as crested wheatgrass, Russian Wild Ryegrass and adapted alfalfa varieties make 80% of their seasonal growth during the first 5-6 weeks of grazing in the spring. Native plants have only 25% of their seasonal growth at this same time.

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During the first part of

the season, cattle can graze the cool season grasses and later move to the native plants. If the cattle graze only on the native plants during the early season, their nutritional needs will not be fully met and gains could be kept low.

Finding the best plant growth for the Russian Wild Ryegrass and Altai Wild Ryegrass pasture netted a 200-lb. animal gain per acre, Kilcher notes. This was in an area where livestock gains on native range averaged 17 lb. per acre.

Many steps can be taken to better manage the native grass grazing areas. One of those is deferred grazing which involves holding the cattle off native grass early in the grazing season until the plants have matured.

The cattle can use other pasturing areas until mid-season or graze on areas where legumes and other

grasses have been introduced into the range system.

Sometimes grassland management comes down to basic economic decisions. Lorenz suggests dropping the rigid schedule of always keeping the capacity herd through the winter and selling the calves the following season. Determining if your grazing areas can stand a full herd is the first step in deciding on pasture management.

Kilcher adds many management tricks exist in good native pasture use, but absolutely nothing is more important than deferred grazing starts, moderate usage and reduced herd carryover.

### HUNDREDS OF WINDMILL OWNERS CAN'T BE WRONG

Replace your steel pipe with our heavy wall PVC plastic pipe. Forget about rust and deterioration that goes with steel pipe. Lightweight and easy to handle. With our heavy duty plastic collars, a plastic pipe installation is maintenance free. Our heavy wall piping is also superior to fiber glass. All our previous customers who have put plastic pipe in their windmills, continue to brag about it.

Available for immediate shipment in 2", 2 1/4" and 3" sizes. Utterman Permacast, no leak, no chance of freezing, no noise, no vibration, no time loss. Call us for more information. We ship same day orders received.

**VIRDEN PERMA-BILT**  
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Amherst, Texas 79109  
806/352-2761



**JUNIOR SHOWMAN**—A beaming Richard McKown of Norman, Okla., held the plaque he was presented after he captured the junior showman championship at the 1981 National Junior Limousin Heifer Show, held in Des Moines, Iowa.

**FRIDAY**  
**SEPT. 25, 1981**

12 Noon

Pre-showing for Buyers and Consignors and no-host dinner at 6 p.m., Thursday, Sept. 24 - PAYS Billings, Montana.

**Expecting**  
**15,000 HEAD**

**6th Annual Montana VIDEO FEEDER CATTLE CONTRACT AUCTION**

**Public Auction Yards Billings, Montana**

**Some Of Our Typical Consignments This Year Include:**

500 Black & X-Bred Vg Steers Est. wt. 775 lbs. Del. Oct. 1-10	140 Yg Steers Angus & Hid. Est. wt. 750-760 lbs. Del. Nov. 15	65 Steer Calves Est. wt. 500 lbs. Del. Nov. 10	300 Hid & BWF Steers Est. wt. 720 lbs. Del. Sept. 25
680 Hereford Steers Est. wt. 800 lbs. Del. Oct. 1-10	275 BWF Steer Calves Est. wt. 500 lbs. Del. Oct. 20-30	60 Heifer calves Est. wt. 425 lbs. Del. Nov. 1-10	220 BWF & Black Steer Calves Est. wt. 525 lbs. Del. Oct. 20
840 Black & White Steers Est. wt. 775 lbs. Del. Oct. 1-10	275 BWF Heifer Calves Est. wt. 475 lbs. Del. Oct. 25-30	140 Heifer calves Est. wt. 425 lbs. Del. Nov. 1-10	740 Angus Brad Heifers Brad to Angus, Pub. 18 Calves Est. wt. 500 lbs. Del. Oct. 10
840 Black & BWF Heifers Est. wt. 700 lbs. Del. Oct. 1-10	141 Yg Steers Est. wt. 1000 lbs. Del. Sept. 26 on	140 Brad BWF Heifers Est. wt. 525 lbs. Del. Oct. 19-20	375 Crossbred Heifer Calves Est. wt. 585 lbs. Del. Oct. 20- Nov. 10
180 YEARLING BULLS Est. wt. 800 lbs. Del. Oct. 8-13	240 Steer Calves Est. wt. 450 lbs. Del. Oct. 25-Nov. 1	180 Black & BWF Heifers Est. wt. 500 lbs. Del. Oct. 20- Nov. 10	275 Crossbred Heifer Calves Est. wt. 585 lbs. Del. Oct. 20- Nov. 10
800 OPEN Vg Heifers Est. wt. 800 lbs. Del. Oct. 1-5	100 Heifer calves Est. wt. 425 lbs. Del. Oct. 1-5	180 Hid & BWF Vg Steers Est. wt. 750 lbs. Del. Sept. 25-Oct. 1	1800 Hid & BWF Heifers Est. wt. 585 lbs. Del. Oct. 20- Nov. 10
800 Vg Heifers Est. wt. 800 lbs. Del. Oct. 5-10	200 Yg Heifer Calves Est. wt. 750 lbs. Del. Sept. 25-Oct. 1	300 Yg BWF Steers Est. wt. 750 lbs. Del. Oct. 25-Nov. 15	120 Hid & BWF Heifers Est. wt. 585 lbs. Del. Oct. 20- Nov. 10
300 Crossbred calves Est. wt. 450 lbs. Del. Oct. 1-10	140 Yg Steers Est. wt.		

# Poultry, hog industry profits hurt by high interest rates

Continued high interest rates have squeezed profits in the poultry and hog industries during the last year, according to poultry and hog industry sources contacted by CNS.

Because most poultry companies are large and vertically integrated, the poultry industry carries large inventories and borrows large sums of money, poultry sources said.

Tyson Foods, which produces 3.5 million broilers per week, has an inventory in excess of \$75 million, \$40 million of which is borrowed, said Gerald Johnston, executive vice president of finance for Tyson.

"Interest rates have a tremendous effect on the bottom line," Johnston said. A big portion of the borrowed capital is carried in short-term debts. It is necessary for Tyson to borrow more capital than before because of high interest rates.

The interest rate charged poultry producers has averaged 17% during the last nine months, Johnston said. Interest charges account for about 3% of the cost of gain at Tyson, he said.

High interest rates have increased borrowing levels, said Roland Rexroth, vice president of finance of Cagle's, Inc., another poultry producer. Cagle's is borrowing twice the level of its equity base. Of the borrowed capital, 50% to 60% is financed through short-term loans and the balance is longer-term. Interest rates paid by Cagle's range from 7% to 25%, he said.

Expected lower grain costs this fall may offset some of the high interest costs, Rexroth said. Revenue has not compensated for the high interest rates, he said.

Inventories such as feed ingredients are kept at a minimum, Johnston said, to reduce interest payments. However, because much of the poultry industry is vertically integrated, production cannot be reduced because efficiency will suffer.

The poultry industry has had to realize interest rates are not going to decline, Johnston said. Many poultry producers were attempting to hold on until interest rates declined.

Bankers are taking a hard look at cash flow, said Allen Kepply, an Iowa hog producer. High interest rates have been a major drain on cash flow.

Loans for new construction for feeder pig purchases are down substantially.

poultry production for the third quarter of 1981 is expected to be up 6% compared with a year earlier, analysts said.

The hog industry also has felt the pinch of high interest rates, along with a sustained period of depressed cash hog prices last year, pork producers and lenders told CNS.

This period of losses was

"a little longer and a little rougher than hog producers thought it would be," Keith Van Gils, an Iowa Hog producer told CNS in an earlier interview. The unexpected jump in interest rates might have broken a few, he said.

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look at cash flow, said Allen Kepply, an Iowa hog producer. High interest rates have been a major drain on cash flow.

Loans for new construction for feeder pig purchases are down substantially.

experienced large financial losses, said Richard Larson, President of Ottumwa, Iowa, Federal Land Bank. If a hog producer has a land base, he is in better financial shape, he said.

Hog producers who have borrowed and expanded in the last few years have

increased the amount of

losses during the last year, they said, and as a result, many large hog confinement units have been closed or put up for sale.

Big cities were created to

a lot of people could be lonely together.

## 250 CLUB CALF PROSPECTS SELLING

at the

### 4H Western Jr. Livestock Show

AT AUCTION

SATURDAY, OCTOBER 10

4:30 p.m. Central States Fairgrounds

Rapid City, South Dakota

200 steer calves and 50 heifer calves of all breeds and crosses selling. Without a doubt one of the finest offerings of club prospects offered at auction in the United States.

All calves show at halter Oct. 8 and 9, 1981. All purple and blue ribbon calves sell Oct. 10.

All buyers are asked to bring letter of credit from their bank.

For more information contact: Stan Allan • 605/642-3430  
Western Junior Livestock Show • Rapid City, S.D. 57701

E.N. Jeffers & Sons  
**28th Cowman's Production Sale**

October 5 • At the Ranch  
25 mi. east of Springer, N.M.

Approximately 100 Head Sell

Box 14  
Springer, N.M. 87748  
505/493-2674

**E.N. Jeffers & Sons**

## Vermilion Proven Producers—Complete Dispersion Tuesday, October 6 • Billings, Montana

10 a.m. MDT • Public Auction Yards

### 309 BRED COWS SELL

Every Spring Calving Cow Over Three Years Old Sells

Some of America's outstanding super performance cows will sell in this dispersion. Vermilion ranks fourth nationally in Pathfinder Cows, 30 in number, all of which sell October 6.

We have always put selection pressure on our young cattle. More than 260 cows in the sale are seven years old and younger.

#### SELLING

Many Mother-Daughters; 1/2-3/4 and Full Sisters  
Our Cows are ★ Big ★ Long ★ Fertile  
Representing the best in performance bloodlines!

#### Service Sires Include

- \* Mr Angus
- \* Chaps
- \* Hi Guy
- \* Warrant
- \* Thomas Country Boy
- \* HR King Rito

Pre-Sale Get-together  
Monday, Oct. 5 • 6 p.m.  
Northern Hotel—Sale Headquarters

#### Auctioneers:

Jim Baldwin • Ken Troutt

Bill Riebel  
Sale Consultant

Delivery Arrangements: Free delivery of any lot purchased

\$1,000 or more. Smaller lots are guaranteed to cost purchaser

more than \$100 per head. Delivery is at a central point anywhere in the continental United States. Payment is arranged for by Vermilion Ranch and the purchase will be open at time of settlement.

Delivery arrangements

are arranged for by Vermilion Ranch and the purchase will be open at time of settlement.

LOT 249: An outstanding producer. Daughter of Emulous 2741 of BAR herd. Property Performance: WR-13, YR-113, BVR-108. Sells bred to Thomas Chaps.

LOT 3: Here is one of 36 excellent granddaughters of the Performance leader, Schaefer Shoshone. Property Performance: WR-105, YR-105, BVR-104. Sells bred to our exciting new herd sire, Traveler 0123 GDAR the top selling bull at \$18,500 in Garther-Denhou Sale.

LOT 170: A Granddaughter of Marlinherd sire Baroher 011 GDAR. He has a Maternal Breeding Value of 107. Property Performance: WR-102, YR-100, BVR-102. Sells bred to Mr. Angus.

LOT 149: Two full brothers have sold for \$15,000 and \$8,000—respectively in recent sales. She is one of the best selling. She's a great daughter of Schaefer Shoshone and her dam also sells. Property Performance: WR-105, YR-105, BVR-105, BVR-108. Sells bred to Thomas Chaps.

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Delivery arrangements

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**Market Roundup:**

# Market aggressive despite slow trade

**TRADE ON FED CATTLE** was rather slow to moderate through most of this week, as buyers remain cautious in the face of weak wholesale beef trade coupled with a continuing moderate federally inspected slaughter rate.

Most buying interests were never very aggressive and very hesitant about carrying large inventories over the long holiday weekend. The best demand continued to center on steers over 1100 lb. and heifers over 950 lb., with lighter weights hard to move and finding only narrow outlets. The market showed only limited numbers of 900-1000 lb. steers and 850-900 lb. heifers returning to feedlots as feeder buyers were cautious and not as competitive for numbers.

The supply of market ready cattle is still very current and average to high choice steers over 1150 lb. and heifers over 950 lb. where found in short supply.

Price trends on slaughtered steers and heifers continued rather uneven, with Midwestern terminals and direct trade markets finishing mostly lower.

**KANSAS MD.** FRAME #1 steers 550-875 lb. \$66-88; 700-800 lb. \$63-66-50; 800-900 lb. \$63-65-50. Heifers md. frame #1 550 lb. \$60-65; 670 lb. \$58-50; md. frame #1-2 600-825 lb. \$57. Oklahoma City md. frame #1 steers 350-500 lb. \$73-25; 420 lb. \$78-26; 460 lb. \$70; 475 lb. \$68-76; 500-600 lb. \$63-50-69-85; 600-700 lb. \$66-60-75; 700-800 lb. \$64-87-88; 800-910 lb. \$63-64-69. Heifers md. frame #1 300-400 lb. \$68-63-25; 400-500 lb. \$55-61-25; 500-725 lb. \$68-61-90. Amarillo steers md. frame #1 300-400 lb. \$75-78-80; 400-500 lb. \$68-72-75; 500-700 lb. \$64-67-60; 700-800 lb. \$65-60-67-75; 800-900 lb. \$63-50-65-25. Heifers md. frame #1 300-400 lb. \$65-25-49; 400-500 lb. \$68-62-25; 500-600 lb. \$66-25-59-75; 600-700 lb. \$66-75-81; 700-825 lb. \$66-80-82. Dodge City steers md. frame #1 500-600 lb. \$62-65-68; 600-700 lb. \$65-67-70; 700-800 lb. \$65-68-81; 800-900 lb. \$64-65-68. Heifers md. frame #1 400-500 lb. \$55-25-59-75; 500-600 lb. \$68-60-60; 600-700 lb. \$69-62-80; 700-825 lb. \$69-61-50.

**COLORADO STEERS** MD. frame #1 325-425 lb. \$72-50-79-50; 425-500 lb. \$67-75-78; 550-700 lb. \$63-50-68-25; 700-800 lb. \$68-69-76; 500-600 lb. \$60-65-73; 600-725 lb. \$59-62-75. Wyoming, western Nebraska, southwestern South Dakota steers md. frame #1 450-600 lb. \$65-50-68-28; 800-700 lb. \$64-75-88; 700-800 lb. \$64-76-87; 800-900 lb. \$63-50-67-20; 900-1000 lb. \$61-75-86. Heifers md. frame #1 400-600 lb. \$60-75-85; 600-700 lb. \$60-64; 800-900 lb. \$60-63-78; 900-1000 lb. \$62-65. Montana steers md. frame #1 550-750 lb. \$62-65. Heifers md. frame #1 550-750 lb. \$68-61. California steers md. frame #1 375-400 lb. \$47-52; 525 lb. \$64; 625-675 lb. \$62-50-62-75; 725-900 lb. \$60-63. Heifers md. frame #1 550-600 lb. \$55-56; 600-700 lb. \$56-57. Washington, Oregon and Idaho steers md. frame #1 275-300 lb. \$64-70; 300-600 lb. \$62-50-68; 600-800 lb. \$62-63-30; 800-900 lb. \$60-64-20; 900-1000 lb. \$61-62-50. Heifers md. frame #1 300-600 lb. \$53-76-58; 500-600 lb. \$52-50-55; 600-850 lb. \$52-75-58.

**ARIZONA SLAUGHTER STEERS** mixed good and choice 2-3 925-1050 lb. \$69-89-50; good with end choice 2-3 950-1100 lb. \$68-69-50; 1100 lb. \$68-65; mostly good 2-3 1050 lb. \$68-68-50; Holsteins \$64-65-50. Colorado slaughter steers good to mostly choice #3's 1050-1150 lb. \$66-67-75. Heifers good to mostly choice 2-3 925-1025 lb. \$64-65-65; mixed good and choice 950 lb. \$68. Idaho slaughter steers good to mostly choice 2-3 1125-1200 lb. \$68-66-50; Holsteins \$65. Heifers good to mostly choice 2-3 850-950 lb. \$62-67; choice with end good 1050-1075 lb. \$68-68-75; Holsteins \$58-59-75. Heifers choice 2-4 930-1000 lb. \$68-65-65; choice with end good 850-1000 lb. \$63-65-50; mixed good and choice heiferettes 1050-1125 lb. \$60-62. Western Kansas slaughter steers choice 2-4 1050-1225 lb. \$68-65-67; choice with end good 1025-1250 lb. \$68-65-67; mixed good and choice 1150-1300 lb. \$64; Holsteins \$62-62-75. Heifers choice 2-4 950-1050 lb. \$68-65.

**MONTANA SLAUGHTER STEERS** good to mostly choice 2-4 1050-1150 lb. \$64-50-65. Heifers good to mostly choice 2-4 925-1000 lb. \$61-50-62.

**SOUTHERN SAN JOAQUIN**, Nevada slaughter steers choice 2-4 1050-1150 lb. \$67-68; mixed good and choice 2-4 1000-1200 lb. \$68-67-68; Holsteins \$65-65-50. Heifers choice 2-4 950-1000 lb. \$64-65-65; mixed good and choice 2-4 900-1000 lb. \$64-64-60. Texas, western Oklahoma slaughter steers good and mostly choice 2-3 925-1175 lb. \$67-68-70; mixed good and choice 2-3 975-1175 lb. \$68-67; good with few choice 2-3 1100-1180 lb. \$68-66; Holsteins \$62-64. Heifers choice 2-3 950-975 lb. \$68; good and mostly choice 2-3 900-1000 lb. \$64-64-60; mixed good and choice 2-3 875-1000 lb. \$63-64; good and choice 2-4 950-1100 lb. heiferettes \$60-62. Utah slaughter steers good to mostly choice 2-3 1075-1200 lb. \$64-66; Holsteins \$69-60. Heifers good to mostly choice 2-3 950-1000 lb. \$62-62-50.

**SAN ANGELO SLAUGHTER** spring lambs choice and prime 10-120 lb. born w/1/2 pecks \$48-51; few 112-114 lb. \$41-76-68-70-71 lb. weaned \$50. Ewes good \$18-21; utility \$18-19; cul. and low wt. \$12-18. Sioux Falls feeder pigs US 1-2 20-30 lb. \$24-36; 30-40 lb. \$35-40; 40-50 lb. \$41-48; 50-60 lb. \$35-45; 60-100 lb. \$40-47-50. All weights.

**CENTRAL AUCTION ROUNDUP**

[Report as quoted by markets]

**MCKINLEY-WINTER LIVESTOCK COMMISSION CO., INC.** Dodge City, Kan. Sept. 3

7,100 head received: Feeder steers, md. frame 1 500-800 lb. \$62-25-68-90; 600-700 lb. \$65-70; 700-800 lb. \$64-50-65; Sm. frame 1 325-400 lb. \$68-83-90. Md. frame 2-200-250 lb. \$67-82-92. Md. frame 2 250-300 lb. \$64-50-63-75. Feeder choice and fancy 92-94 lb. \$44-45-50. Two lambs, choice and fancy 92-108 lb. \$46, 25-48-55. Breeding ewes, woolled 120-145 lb. \$13.50-15.75 cwt.; 140 lb. \$12.50 per head; broken mouth 130-140 lb. \$10-14 per cwt. Breeding bucks, lamb yearlings and two \$67.50-75; 185-340 lb. \$45-47-50.

—Continued

VIRGINIA THOMAS

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What is a weed? A plant whose virtues have not been discovered.

Kershaw & Sons

Commercial Cattle Feeders

Fort Collins, Colo. Sept. 2

240 head received: Hogs,

TORRINGTON LIVESTOCK COMMISSION CO.

Torrington, Wyo. Sept. 4

2,291 head received: Feeder steers, choice 400-600 lb. \$64-68; 500-600 lb. \$65-70; 600-700 lb. \$64-50-65. Feeder heifers, choice 400-500 lb. \$62-65-70; 500-600 lb. \$63-65-75. Feeder lambs, choice 1-2 1200-1800 lb. \$49-58; 1-2 1800-2400 lb. \$44-46-50; cutter 37.25-41.75; canner and low cutter 34-38.75. Slaughter bulls, YG 1-2 1300-2050 lb. \$51.25-55.75.

AMARILLO LIVESTOCK AUCTION

Amarillo, Texas, Sept. 8

5,108 head received: Feeder steers, md. frame 1 400-500 lb. \$65-75-70-80; 500-600 lb. \$64-50-65-75; 600-700 lb. \$63-65-75-85; 700-800 lb. \$62-65-75-85; 800-910 lb. \$63-64-69. Heifers md. frame #1 300-400 lb. \$65-63-25; 400-500 lb. \$55-61-25; 500-725 lb. \$68-61-90. Amarillo steers md. frame #1 300-400 lb. \$75-78-80; 400-500 lb. \$68-72-75; 500-700 lb. \$64-67-60. Feeder heifers, md. frame 1 400-500 lb. \$65-65-75; 500-600 lb. \$63-65-75-85; 600-700 lb. \$62-65-75-85; 700-800 lb. \$61-63-75. Slaughter cows, ut. and comm. 1-2 200-300 lb. \$49-55-60; cutter 37.25-41.75. Slaughter bulls, YG 1-2 1800-1825 lb. \$45-55.75.

CLOVIS LIVESTOCK MARKET INC.

Clovis, N.M. Sept. 2

1,371 head received: Feeder steers, md. frame 1 325-435 lb. \$75-83; 500-600 lb. \$64-50-65-75. Feeder heifers, md. frame 1-2 300-400 lb. \$65-75-85. Feeder lambs, choice 1-2 1200-1800 lb. \$49-58; 1-2 1800-2400 lb. \$44-46-50; cutter 37.25-41.75. Feeder replacement pairs, md. frame 1 middleaged \$480-600.

TEXHOMA LIVESTOCK COMMISSION CO., INC.

Texhoma, Okla. Sept. 4

3,119 head received: Feeder steers, choice 200-300 lb. \$75-75-85; 400 lb. \$69-75-85; 500 lb. \$65-75-85; 600-700 lb. \$64-65-75; 800-900 lb. \$63-63-75. Feeder heifers, choice 200-300 lb. \$65-75-85; 400-500 lb. \$62-62-75; 600-700 lb. \$61-61-71; 800-900 lb. \$60-60-70. Feeder lambs, choice 100-200 lb. \$57-67; 200-300 lb. \$54-64-74; 300-400 lb. \$51-61-71; 400-500 lb. \$48-58-68. Replacement pairs, choice 200-300 lb. \$475-550.

EL PASO LIVESTOCK AUCTION

El Paso, Texas, Sept. 1

690 head received: Feeder steers, choice yearling 450-600 lb. \$64-70; good to mid. \$58-65. Calves 250-400 lb. \$75-92-50; crossbred \$75-92-50. Feeder heifers, choice yearling 450-600 lb. \$57-70; good to mid. \$52-60-58. Calves 250-400 lb. \$65-75-95; crossbred \$65-75-95. Feeder lambs, ut. and comm. 45-48 lb. \$50-55; cutter 40-45 lb. \$45-50; standard heifers \$57-60-62; canner and cutter 35-42. Slaughter bulls, ut. and comm. 45-50 lb. \$52-55-60; stocker bulls \$52-55 per lb.; pairs \$475-600.

EMPORIA LIVESTOCK SALES CO., INC.

Emporia, Kan. Sept. 4

2,782 head received: Feeder steers, choice 250-500 lb. \$70-75; common \$65-70; common \$60-65. Feeder heifers, choice 200-300 lb. \$65-70-75; common \$60-65. Feeder lambs, choice 100-200 lb. \$57-62; common \$54-59; 200-300 lb. \$55-60; common \$54-59. Feeder replacement pairs, choice 250-500 lb. \$65-70-75; common \$60-65.

CENTENNIAL LIVESTOCK AUCTION

Fort Collins, Colo. Sept. 3

600 head received: Feeder calves light weight \$60-65; yearling steers \$55-60-65; yearling heifers \$55-60-65. Feeder lambs, choice 1-2 1200-1800 lb. \$49-58; 1-2 1800-2400 lb. \$44-46-50; cutter 37.25-41.75; canner and cutter 34-38.75; feeder heiferettes up to \$68. Feeder lambs, choice 1-2 1200-1800 lb. \$49-58; high yielding up to \$60.25.

Selling 450 Lots

100 Females and 50 bulls

(Simmental X Brahman Cross)

Auctioneers

Bruce Brooks and Joe Mitchell

Montgomery County

7-19-81

Montgomery Co., Pa.

2,057 head received: Sheep, spring slaughter lambs choice and prime 105-125 lb. \$48.75-54. Shorn spring slaughter lambs, choice and prime 105-107 lb. No. 2-3

Sheep CENTENNIAL LIVESTOCK AUCTION

Fort Collins, Colo. Sept. 3

2,023 head received: Feeder steers, md. frame 1 225-300 lb. \$62-80; 300-360 lb. \$77-82;

PORT CITY STOCKYARDS

Beaumont, Texas, Sept. 3

2,023 head received: Feeder

lambs, md. frame 1 225-300 lb. \$62-80; 300-360 lb. \$77-82;

choice and prime 105-107 lb. No. 2-3



